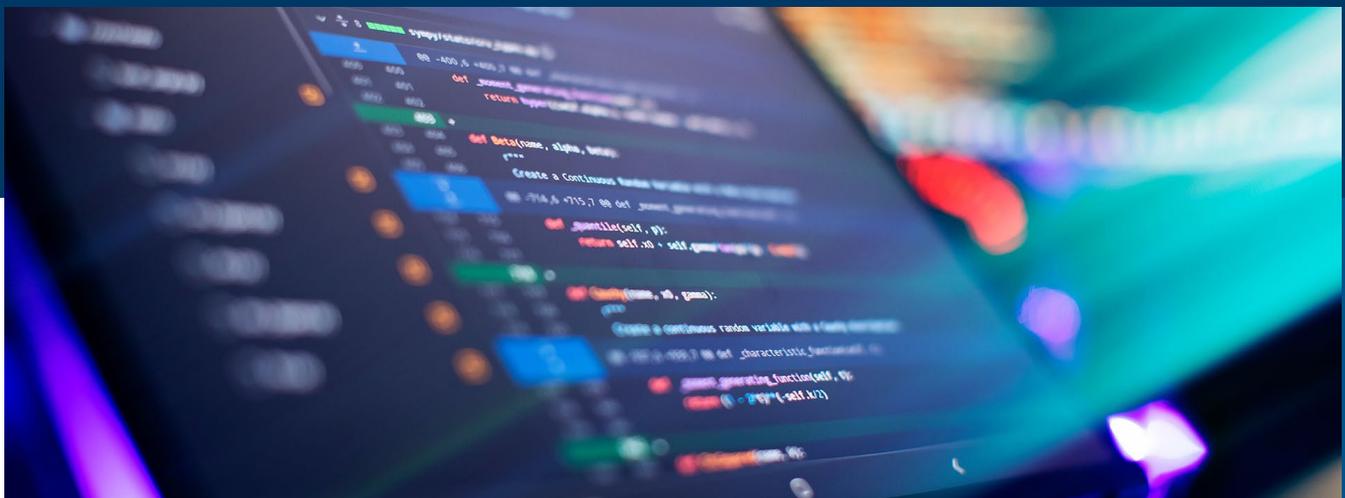


SOFTWARE & TECHNOLOGY M&A PULSE

THIRD QUARTER 2025



OUR INSIGHTS

Software and technology M&A activity in Q3 2025 observed a meaningful jump in both total deal value and transaction volume compared to the previous quarter. Specifically, software saw a 65% increase in deal value compared to Q2.

Following a slowdown in momentum earlier this year driven by macroeconomic concerns, M&A activity surged this past quarter, with deal value hitting multi-year highs. A strong investor appetite and noticeable easing in financing pressures fueled the pick-up. Buyers are re-engaging with acquisition pipelines that had been paused earlier in the year, with private equity firms looking to deploy accumulated dry powder following several quarters of uncertainty.

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- 06 Macroeconomic Trends & Signals
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- 09 Software & Technology M&A Activity
- 11 What is a Strategic Assessment?

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ABOUT PMCF

PMCF is an investment bank focused exclusively on middle market transactions with professionals in Chicago, Detroit, Denver, and across the globe through Corporate Finance International™ affiliates. Offering a depth of advisory services, PMCF helps clients worldwide meet their sale, acquisition, financing, and strategic growth objectives. Additional information on PMCF can be found by visiting our website, pmcf.com.

Mergers & Acquisitions	Carve-outs & Divestitures	Strategic Assessments	Capital Raising
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SOFTWARE & TECHNOLOGY INDUSTRY EXPERTISE

Our focus on software and technology sale, merger, and acquisition advisory provides significant advantages to our clients and the opportunity to maximize value in a transaction. PMCF’s extensive coverage of these industries has provided us with specialized, in-depth knowledge of the sector dynamics and relationships with key strategic and financial industry players. Our firm has been serving the software and technology industries for over 20 years and has a long track record of successful transactions involving specialty, niche players in these industries.

Financial Technology	Supply Chain Management	Workforce Management	Not-For-Profit Software
Vertical Software	Enterprise Software	Tech-Enabled Services	ESG Software
Application Software	Cybersecurity	IT Services	BI/Data Analytics

SELECT PMCF SOFTWARE & TECHNOLOGY TRANSACTIONS

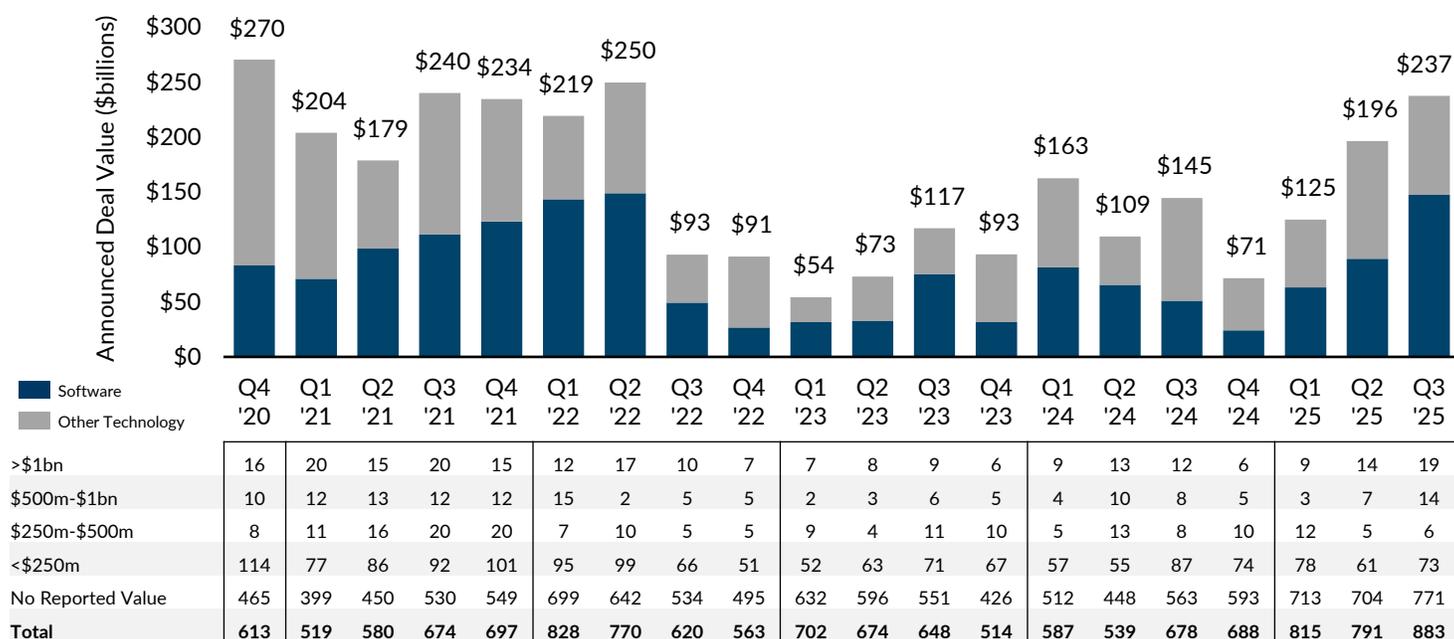
PRO-VISION
 a portfolio company of
JMC
 CAPITAL PARTNERS
 has been acquired by
VANCE ST. CAPITAL

RSI LOGISTICS
 has been acquired by
TRINITYRAIL

breeze
 has been acquired by
Tithe.ly

MONTWAY
 AUTO TRANSPORT
 and
ship.cars
 have been acquired by
AEA

Q3 2025 Market Summary & Outlook



Sources: 451 Research

M&A MARKET DYNAMICS – SOFTWARE & TECHNOLOGY

- Continuing the jump from last quarter, the broader technology sector total deal value in Q3 2025 increased 21% compared to Q2 2025, and jumped 64% from Q3 2024 with \$237B in transaction value. The increase was driven by software specifically, with software total deal value climbing 65% while other technology sectors decreased roughly 16% relative to the prior quarter.
- Compared to Q2 2025, Q3 2025 software deal volume increased 12%, with 883 transactions in the quarter. This represents a marked improvement quarter over quarter, with the Supply Chain Technology sector showing the highest growth QoQ at 43%. The combination of rising deal values and increased volumes suggests a potential market rebound following the series of macroeconomic uncertainties experienced during 1H 2025.
- Deal spending has climbed steadily throughout the year, with Q3 showing growth levels surpassing historical boom periods. According to 451 Research, AI has been a major catalyst for the rebound in M&A activity, driving significant investment from US-listed companies seeking to capitalize on emerging opportunities and strengthen their market positions. Private equity firms have also ramped up activity, encouraged by the interest rate cut later into the quarter. They are eager to deploy capital accumulated throughout the year, setting the stage for a strong finish.

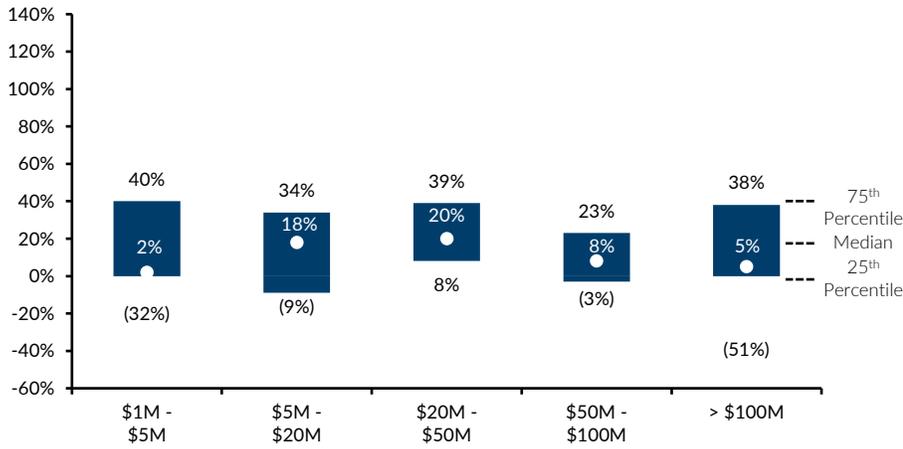
Featured Sectors - Deal Count	2020	2021	2022	2023	2024	Q2 '25	Q3 '25	Q2 '25 – Q3 '25 Change
Workforce Management	264	341	469	346	364	101	122	21%
Supply Chain Technology	73	92	107	109	107	23	33	43%
Financial Technology	110	118	145	127	114	34	33	-3%
Other Software	1,542	1,919	2,060	1,956	1,907	633	695	10%
Total	1,989	2,470	2,781	2,538	2,492	791	883	12%
Strategic	1,301	1,544	1,914	1,843	1,740	567	628	11%
Financial Buyer - Add-on	474	666	624	458	545	174	192	10%
Financial Buyer - Platform	214	260	243	237	207	50	63	26%

Sources: 451 Research

2025 B2B SaaS Benchmarks

During the Spring of 2025, Benchmarkit partnered with various leading B2B SaaS vendors, venture capital firms, CFO outsourcing companies, and advisory services firms to collect data from ~1,000 private B2B SaaS companies. This data illustrates how different cohorts of SaaS companies perform compared to their peers based on FY24 results.

Rule of 40 – By Revenue⁽¹⁾

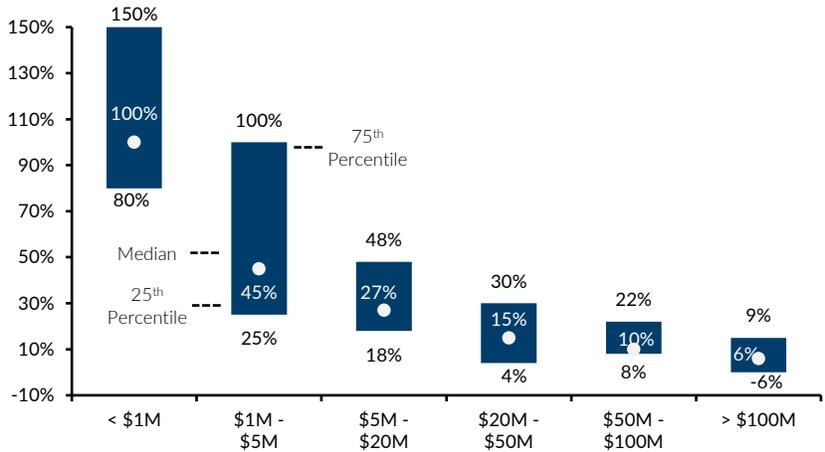


Benchmarks for the Rule of 40, which measures the efficiency of spending and return on that spending, decreased for companies with a scale beyond \$50M in 2024. As companies scale beyond \$50M in revenue, there is debate about the ideal balance between growth and profitability. Although there is no one correct combination, many in the industry suggest that growth rates above 30% paired with free cash flow margins above 10% will drive the largest EV/Revenue multiples. This finding suggests that growth rates are too low and/or operating profitability is not meeting the required level to achieve efficient revenue growth.

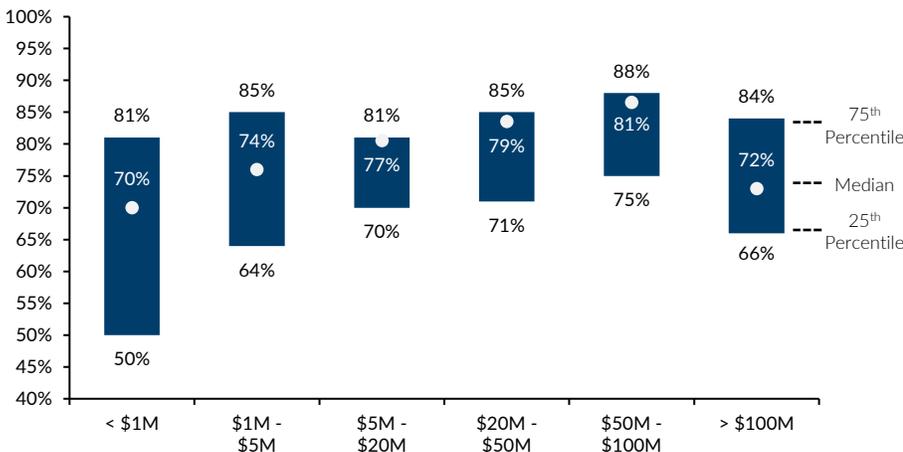
Rule of 40 = YoY Growth Rate (%) + Free Cash Flow (%)

Company Growth Rate – By Revenue⁽¹⁾

Growth rates decreased for the third consecutive year, with a median growth rate of 26% in 2024. The same survey of participants indicated they anticipate growth rates to reach 35% in 2025, potentially signaling some optimism about customer spending. The participating companies that primarily used Usage-Based pricing showed growth at a median of 44%, while subscription pricing companies grew at a median of 25%. Furthermore, companies that can quickly accelerate sales and marketing investment will be well-positioned to capture growth once customer behavior aligns with growth expectations exhibited by vendors.



Total Gross Margin – By Revenue⁽¹⁾



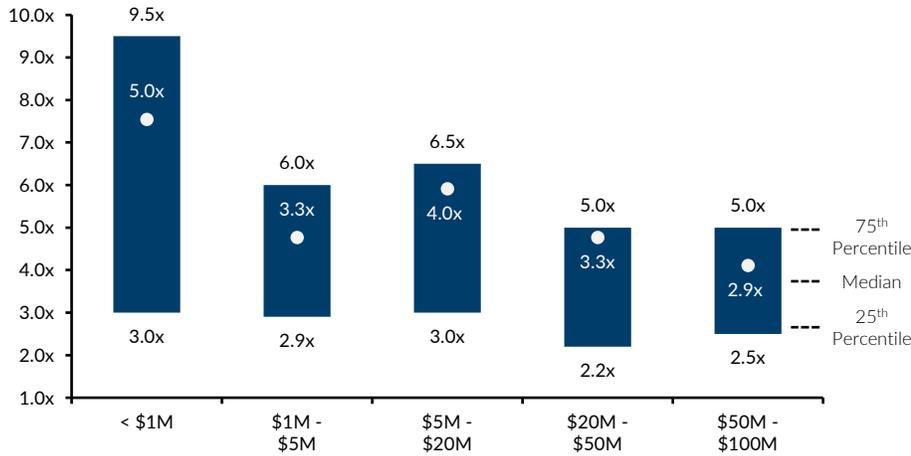
Total Gross Margin is an indicator of the cash generation potential of a SaaS business model. It represents a combination of Subscription Gross Margin and Services Gross Margin, both of which should be captured and highlighted to investors as a best practice. For companies above \$5M, the median Total Gross Margin increased in 2024 compared to 2023, demonstrating historical stability in this metric. Subscription margin also grew at a median rate of 81%. In contrast, the Services margin fluctuated in a much broader band, as services are often delivered at lower margins during the onboarding stage for new customers, thereby increasing the available budget for ARR.

Source: (1) Benchmarkit

2025 B2B SaaS Benchmarks

During the Spring of 2025, Benchmarkit partnered with various leading B2B SaaS vendors, venture capital firms, CFO outsourcing companies, and advisory services firms to collect data from ~1,000 private B2B SaaS companies. This data illustrates how different cohorts of SaaS companies perform compared to their peers based on FY24 results.

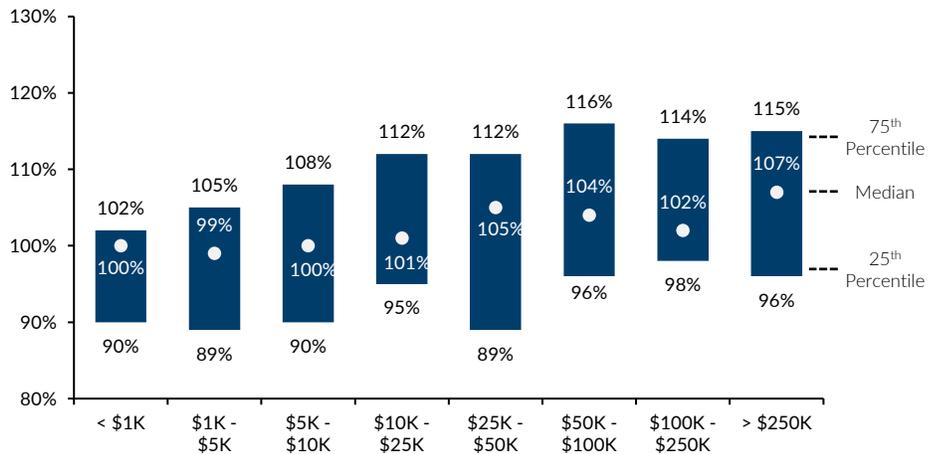
CLTV: CAC Ratio – By Revenue⁽¹⁾



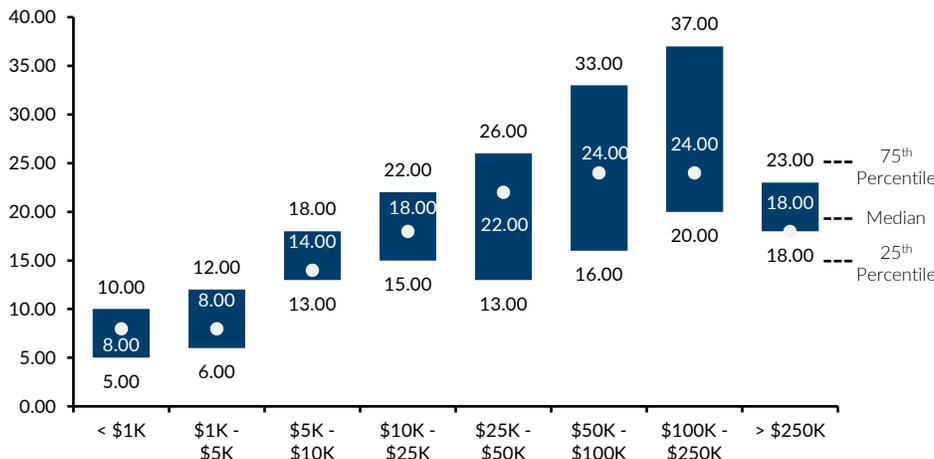
The median benchmark for CLTV:CAC Ratio across the \$20M-\$50M range in 2024 increased compared to 2023, coming in at 3.3x. Neither company size nor Annual Contract Value is highly correlated to the CLTV:CAC Ratio. A key to this metric is that at least one to two agreement renewal cycles should be completed to establish a more reliable churn rate across renewal periods. Numerous factors, including Average Revenue Per Account, Average Customer Acquisition Cost, churn rate, and gross margin, impact this ratio. Investors care not only about the ratio itself, but also the leading variables that directly influence it.

Net Revenue Retention Rate – By Annual Contract Value⁽¹⁾

Net Revenue Retention Rate (NRR) measures the amount of ARR from an existing cohort on a year-over-year or trailing twelve-month basis. Company attributes that increase the NRR benchmark include pricing model, Net Expansion Rate, and the breadth of the product portfolio. The '24 benchmarks are consistent with the past four years of findings, which show that as ACV increases, so does NRR.



CAC Payback Period (Months) – By Annual Contract Value⁽¹⁾

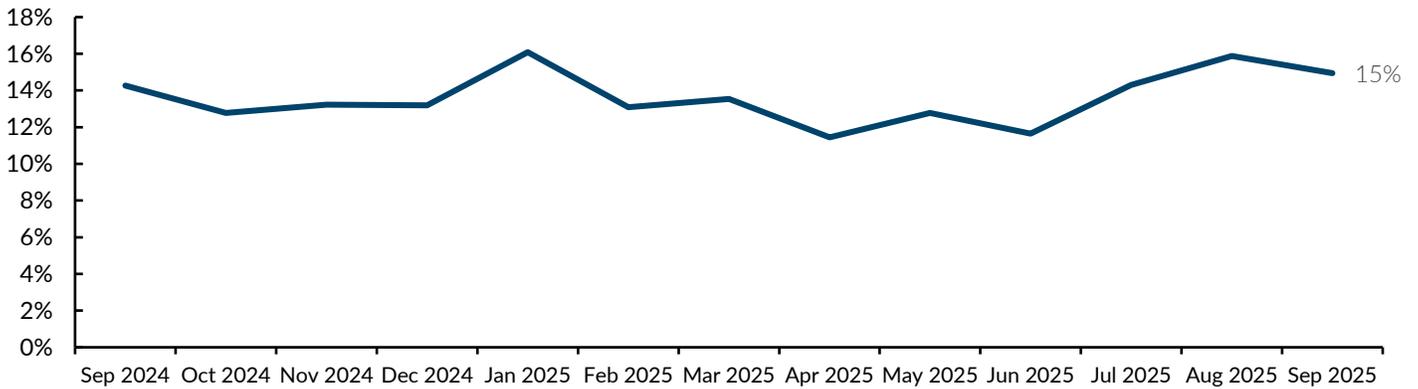


CAC Payback Period (CPP) measures how many months it takes to “payback” the Sales and Marketing Expenses for new customers - on a Gross Margin adjusted basis, offering a clear view of customer acquisition performance. This year's data reveals that larger ACV deals (> \$250K) are significantly less efficient than those in the \$50K-\$100K range, and even lower than in the \$25K-\$50K range. However, this aligns with the lower New CAC Ratio for > \$100K ACV products indicating that while Enterprise solutions take more time and resources to secure, they may ultimately be more profitable.

Source: (1) Benchmarkit

Macroeconomic Trends & Signals

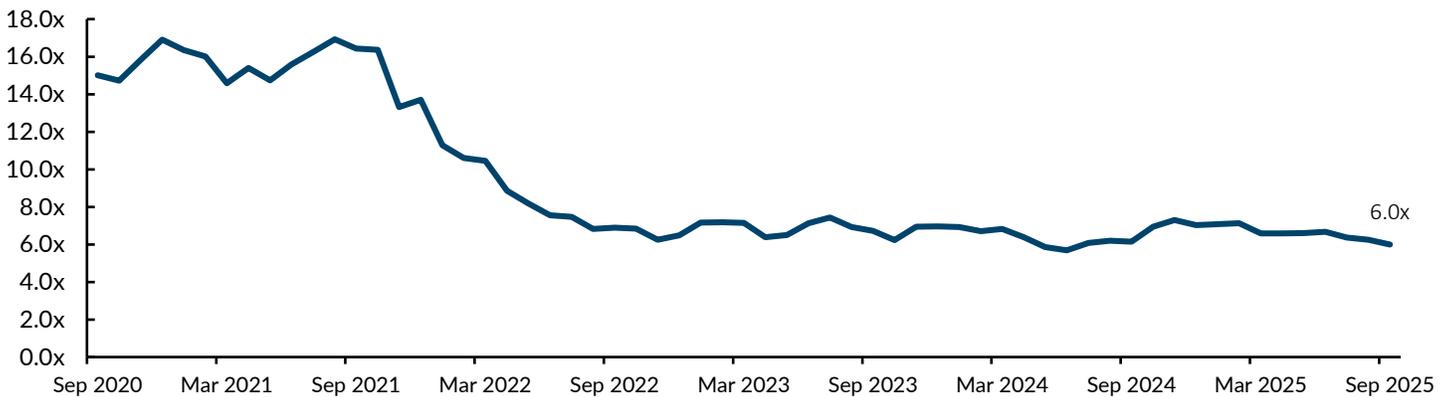
Public SaaS Median Rule of 40 Index



Source: SaaS Capital index of B2B publicly traded SaaS companies

The median Rule of 40 measure for publicly traded SaaS companies saw a jump to 15% in Q3 2025 compared to 12% in the prior quarter, remaining slightly above the 12-month average.

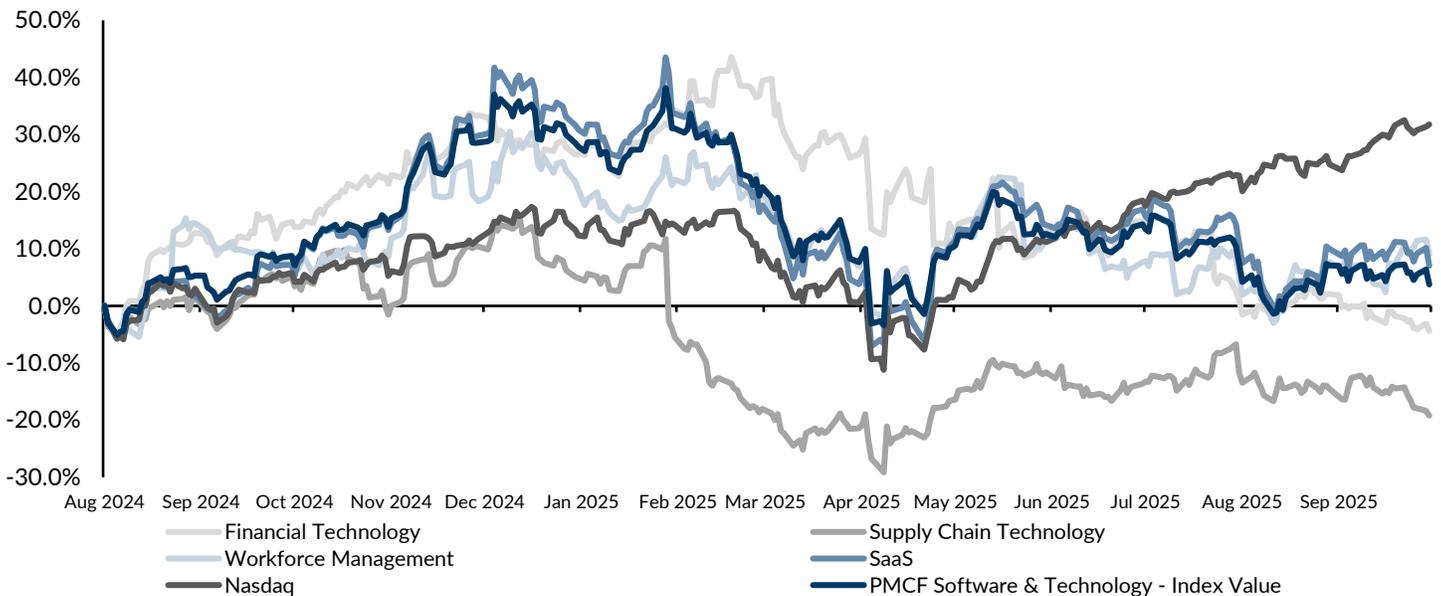
Public SaaS Median Annual Run-Rate (ARR) Multiple



Source: SaaS Capital index of B2B publicly traded SaaS companies

Public SaaS valuations decreased in Q3 2025 relative to the prior quarter, finishing at a median ARR multiple of 6.0x compared to 6.7x in Q2 2025. The 6.0x median figure also represents a lower value than in Q3 2024.

Public Equity Indices – Market Valuation



Source: Capital IQ - PMCF Technology Index of 29 publicly traded SaaS companies

PMCF Software & Technology Index

Company Name	Headquarters Location	Market Cap. ⁽¹⁾	Enterprise Value ⁽¹⁾	TTM Revenue	TTM Gross Margin	TTM EBITDA Margin	Net Debt/EBITDA	EV/EBITDA ⁽²⁾	EV/Revenue		
									NTM Q3 '25	TTM Q3 '25	TTM Q3 '24
<i>\$ in Millions</i> ⁽³⁾											
Financial Technology											
Fiserv, Inc.	United States	\$ 70,085	\$ 99,340	\$ 21,160	0.60477	43.4%	3.2x	10.8x	4.6x	4.7x	6.4x
Adyen N.V.	Netherlands	50,462	36,028	2,574	0.67043	48.7%	(11.5x)	28.8x	11.6x	14.0x	18.3x
Global Payments Inc.	United States	20,156	35,041	10,076	0.62416	43.5%	3.1x	8.0x	3.7x	3.5x	5.2x
Shift4 Payments, Inc.	United States	5,312	7,451	3,878	0.32609	18.2%	4.7x	10.6x	1.5x	1.9x	2.5x
BILL Holdings, Inc.	United States	5,383	4,951	1,500	0.83849	(0.7%)	36.0x	(453.3x)	3.1x	3.3x	3.7x
Paymentus Holdings, Inc.	United States	3,833	3,575	1,124	0.24768	6.6%	(3.8x)	48.0x	2.9x	3.2x	3.0x
Marqeta, Inc.	United States	2,367	1,552	589	0.70596	(6.2%)	22.4x	(42.2x)	2.4x	2.6x	2.8x
Repay Holdings Corporation	United States	426	779	309	0.75543	22.6%	4.9x	11.2x	2.5x	2.5x	3.3x
Median					64.7%	20.4%	3.9x	10.7x	3.0x	3.2x	3.5x
Supply Chain Technology											
Manhattan Associates, Inc.	United States	\$ 12,395	\$ 12,213	\$ 1,067	56.5%	26.5%	(0.8x)	43.2x	11.1x	11.4x	16.7x
The Descartes Systems Group Inc.	Canada	8,085	7,853	685	76.1%	41.1%	(0.8x)	27.9x	10.4x	11.5x	14.1x
SPS Commerce, Inc.	United States	3,948	3,851	730	68.4%	22.4%	(0.8x)	23.5x	4.8x	5.3x	11.5x
Kinaxis Inc.	Canada	3,633	3,361	528	63.5%	10.4%	(5.2x)	61.0x	5.8x	6.4x	6.6x
Tecsys Inc.	Canada	378	356	130	48.1%	5.1%	(3.3x)	53.8x	2.5x	2.7x	3.4x
Median					63.5%	22.4%	(0.8x)	43.2x	5.8x	6.4x	11.5x
Workforce Management											
Workday, Inc.	United States	\$ 64,275	\$ 59,865	\$ 8,959	75.6%	12.4%	(4.0x)	54.1x	5.9x	6.7x	7.7x
Dayforce Inc.	United States	10,885	11,489	1,893	50.9%	5.9%	5.4x	103.0x	5.6x	6.1x	6.2x
Paylocity Holding Corporation	United States	8,786	8,605	1,640	69.0%	21.8%	(0.1x)	24.0x	5.0x	5.2x	6.1x
Asana, Inc.	United States	3,156	2,939	756	89.6%	(25.0%)	1.1x	(15.5x)	3.6x	3.9x	3.5x
Asure Software, Inc.	United States	225	232	132	67.1%	9.6%	4.4x	18.4x	1.5x	1.8x	2.0x
Median					69.0%	9.6%	1.1x	24.0x	5.0x	5.2x	6.1x
SaaS											
Salesforce, Inc.	United States	\$ 225,624	\$ 222,061	\$ 39,502	77.6%	28.9%	(0.3x)	19.4x	5.2x	5.6x	7.2x
ServiceNow, Inc.	United States	190,976	182,598	12,667	78.1%	19.7%	(2.9x)	73.1x	12.8x	14.4x	17.0x
Datadog, Inc.	United States	49,661	47,015	3,212	80.0%	0.2%	(459.6x)	7552.6x	13.0x	14.6x	14.5x
Pure Storage, Inc.	United States	27,543	26,231	3,350	69.2%	6.0%	(6.5x)	129.9x	6.8x	7.8x	5.0x
HubSpot, Inc.	United States	24,650	23,261	2,988	84.1%	(0.9%)	46.3x	(888.1x)	7.0x	7.8x	10.5x
Zoom Communications Inc.	United States	24,691	16,967	4,754	76.4%	23.3%	(7.0x)	15.3x	3.5x	3.6x	3.1x
Okta, Inc.	United States	16,165	14,247	2,763	76.9%	6.1%	(11.3x)	84.3x	4.7x	5.2x	4.7x
Twilio Inc.	United States	15,357	13,917	4,896	49.4%	6.7%	(4.2x)	42.7x	2.7x	2.8x	2.0x
Workiva Inc.	United States	4,822	4,802	846	77.5%	(5.7%)	1.3x	(100.3x)	5.1x	5.7x	6.3x
Freshworks Inc.	United States	3,430	2,540	811	84.8%	(2.4%)	40.1x	(131.5x)	2.9x	3.1x	3.6x
Five9, Inc.	United States	1,870	2,033	1,127	55.6%	9.3%	1.2x	19.4x	1.7x	1.8x	2.2x
Median					77.5%	6.1%	(2.9x)	19.4x	5.1x	5.6x	5.0x
Median									4.7x	5.2x	5.2x
Mean									5.3x	5.8x	6.9x

(1) Market capitalizations and total enterprise values as of September 30, 2025; income statement and balance sheet data as of last period reported

(2) Multiple of EBITDA based on EBITDA inclusive of equity income from affiliates

(3) Currency conversions assume historical rate

Source: Capital IQ



Market Commentary

Software and technology company executives see signs of underlying clarity and strength in the economy, though some uncertainty persists. Additionally, new avenues for continued AI adoption remains a focal point.

August 2025: “We believe that the AI is not only going to be a productivity tool for Paymentus, for our internal purposes, but with our ability to already be a central nervous system for our clients....we believe we will be able to help our clients across all areas whether it's improving their customer experience, reducing their cost to serve by helping them taking a lot of the cost and unwieldy processes out, or whether it is related to receiving payments or sending payments out.”

Dushyant Sharma, Chairman, President & CEO at Paymentus Holdings, Inc.

August 2025: “I think when opportunities like this come along, especially that are perhaps once in a generation, it is important to make sure that you stay ahead of them so that you can capture the fullness of the opportunity and what we're doing is not more complicated than that. And again, we're going to make responsible investments, but it's really behind AI.”

Khozema Z. Shipchandler, CEO & Director at Twilio Inc.

August 2025: “We definitely see AI coming up in the conversation with prospects at an increased rate. At the same time, we are seeing our current customers take advantage of the embedded AI capabilities across various modules in the suite. And we've got certainly a long list of opportunities that we're working on to be able to continue to embed AI.”

Steven R. Beauchamp, Executive Chairman of the Board at Paylocity Holding Corporation

July 2025: “What we are seeing is while some of the uncertainty is maybe getting more clear and some of the uncertainty is getting more common, people are figuring out how to work around the uncertainty. We're seeing that the most forward-leaning companies are not holding back on investing in supply chain.”

Eric A. Clark, President, CEO & Director at Manhattan Associates, Inc.

Software & Technology M&A Activity

Add-On Acquisition

Thoma Bravo-backed Continuous acquires Sycorr

On August 7, Continuous, a provider of AI-powered workload automation software, acquired Sycorr, an identity and access management software provider to the financial sector. This acquisition solves a major challenge in the financial sector by offering better access and compliance to manage at a larger scale, allowing banks and credit unions to reduce risk and operate more efficiently. Terms of the transaction were not disclosed.

Strategic Acquisition

LevelBlue acquires Trustwave Holdings from The Chertoff Group

On August 19, LevelBlue, a provider of AI-powered managed security services, acquired Trustwave Holdings, a cybersecurity integration services provider. This acquisition aligns with LevelBlue's vision of delivering simplified and strong cybersecurity protection to organizations around the globe. Terms of the transaction were not disclosed.

Strategic Acquisition

Transworld Systems acquires DebtNext Solutions

On September 15, Transworld Systems, a provider of revenue recovery outsourcing services, acquired DebtNext, a provider of revenue recovery management software. DebtNext's technology and expertise compliments Transworld's revenue recovery solutions and will further drive financial performance and efficiency for their clients in the U.S.. Terms of the transaction were not disclosed.

Platform Acquisition

GrowthCurve Capital acquires PlanHub

On September 16, GrowthCurve, a private equity firm that is focused on data-rich businesses, acquired PlanHub, a pre-construction platform that simplifies the bidding and project management processes. GrowthCurve's capabilities in data science and AI-enabled product development will support enhancement in the platform's value proposition for the pre-construction market. Terms of the transaction were not disclosed.

Software & Technology M&A Activity

SELECT SOFTWARE & TECHNOLOGY TRANSACTIONS

Announced Date	Target	Buyer	Sector	Type	Implied EV	EV/TTM Revenue
Sep-25	Iris Holdings L.P.	Zeta Global Holdings Corp.	Application Software	Strategic	325	
Sep-25	Signal Media Ltd.	Battery Ventures L.P.	BI / Data Analytics	Private Equity	165	
Sep-25	Quorum Information Technologies Inc.	Valsoft Corporation Inc.	Application Software	Strategic	44	1.5x
Sep-25	Captify Technologies Ltd.	Verve Group SE	Application Software	Strategic	30	
Sep-25	ValiMail Inc.	DigiCert, Inc.	Cybersecurity	Strategic	135	4.5x
Sep-25	CalypsoAI, Inc.	F5, Inc.	Cybersecurity	Strategic	180	
Sep-25	GE Vernova Inc.	TPG Capital, L.P.	Application Software	Private Equity	600	
Sep-25	Deepintent, Inc.	Vitruvian Partners LLP	Application Software	Private Equity	637	
Sep-25	Interactions LLC	SoundHound AI, Inc.	Application Software	Strategic	60	
Sep-25	Observe Inc.	SentinelOne, Inc.	Cybersecurity	Strategic	225	
Sep-25	QuickFee Limited	Aiwyn, Inc.	Financial Technology	Strategic	26	5.0x
Sep-25	AccessOne Parent Holdings, Inc.	Phreesia, Inc.	Financial Technology	Strategic	160	
Aug-25	Onum Technology, S.L.	CrowdStrike Holdings, Inc.	Cybersecurity	Strategic	290	
Aug-25	Axiom Security Ltd	Okta, Inc.	Cybersecurity	Strategic	100	
Aug-25	Intelliflo Limited	The Carlyle Group Inc.	Application Software	Private Equity	135	
Aug-25	Paige.AI, Inc.	Tempus AI, Inc.	Application Software	Strategic	81	
Aug-25	Tecnobank Tecnologia Bancaria S.A.	EVERTEC, Inc.	Application Software	Strategic	192	
Aug-25	KnowledgeLake, Inc.	Edison Partners Management, LLC	Workforce Management	Private Equity	65	
Aug-25	Jolt Software, Inc.	Digi International Inc.	Application Software	Strategic	146	5.2x
Aug-25	Regrello Corp	Salesforce, Inc.	Application Software	Strategic	900	
Aug-25	Changing of the Aspens LLC	Power Technology Group LLC	BI / Data Analytics	Strategic	200	
Aug-25	Layer2 Financial Inc.	Ripple Labs Inc.	Financial Technology	Strategic	200	
Aug-25	emotion3D GmbH	indie Semiconductor, Inc.	Application Software	Strategic	20	
Aug-25	Pathway Medical, Inc.	Doximity, Inc.	Application Software	Strategic	26	
Aug-25	Bubty B.V.	Upwork Inc.	Workforce Management	Strategic	20	
Aug-25	Infomedia Ltd	TPG Capital, L.P.	Application Software	Private Equity	373	3.9x
Aug-25	Locality Media Inc	JMI Management, L.P.	Application Software	Private Equity	810	16.2x
Aug-25	Finale, Inc.	The Descartes Systems Group Inc.	Supply Chain Technology	Strategic	40	
Aug-25	Performant Healthcare, Inc.	Machinify, Inc.	Application Software	Strategic	667	4.9x
Jul-25	CoreCard Corporation	Euronet Worldwide, Inc.	Application Software	Strategic	222	3.4x
Jul-25	NewsWhip Media Limited	Sprout Social, Inc.	BI / Data Analytics	Strategic	55	
Jul-25	Cynerio Israel Ltd	Axonius, Inc.	Cybersecurity	Strategic	100	
Jul-25	Thinkings Inc.	Visional, Inc.	Application Software	Strategic	96	7.6x
Jul-25	Wolters Kluwer Financial Services, Inc.	Regnology Group GmbH	BI / Data Analytics	Strategic	524	4.1x
Jul-25	Subsplash, Inc.	Roper Technologies, Inc.	Application Software	Strategic	800	
Jul-25	SuranceBay LLC	Verisk Analytics, Inc.	Application Software	Strategic	163	
Jul-25	Foods Connected Ltd	Apax Partners LLP	Supply Chain Technology	Private Equity	40	
Jul-25	SocialPilot Technologies Inc.	one.com Group AB	Application Software	Strategic	50	
Jul-25	NOVARI HEALTH Inc.	Vitalhub Corp.	Application Software	Strategic	32	3.6x
Median					\$146	4.5x
Mean					\$229	5.4x

Sources: 451 Research, company websites and PMCF proprietary research



What is a Strategic Assessment and Why is it Important?

A Strategic Assessment is a comprehensive report that examines a business holistically with specific consideration given to the financial results, operations, and organizational structure. We advise our clients consider before a planned liquidity event to ensure your company is ready for a transaction. This process includes:

Determining your company's current value

Identifying factors that enhance or erode value and related risk considerations

Developing strategies to bridge gaps in value and market position

7 Reasons Why a Strategic Assessment is Essential for Maximizing Business Value In Preparation of a Liquidity Event

- 1 Prepares your company for the scrutiny of capital investors
- 2 Helps ownership and management identify the value attributes and constraints of the business
- 3 Provides ownership with an understanding of perceived value considerations in the eyes of investors
- 4 Affords your company an opportunity to address shortfalls and enhance the value in advance of a capital transaction
- 5 Helps align corporate strategy with organizational, tax, and wealth transfer planning
- 6 Helps shareholders/management understand how various business strategies can impact future value
- 7 Resolves potential deal obstacles to ensure a smooth diligence process and higher likelihood of deal success

As an investment in your company, PMCF will complete a complimentary Strategic Assessment.

For additional information, please visit pmcf.com

SIGNIFICANT INDUSTRY EXPERTISE AND RESOURCES

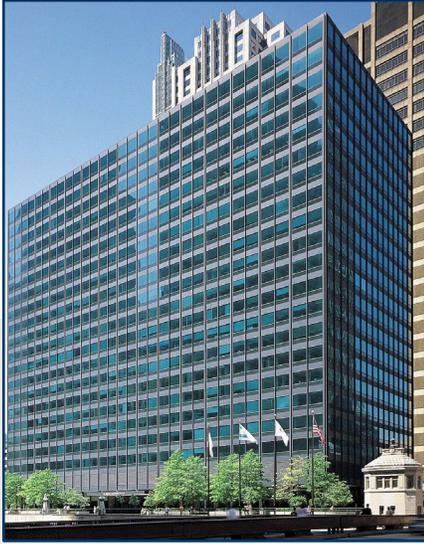
Founded in 1995, PMCF has spent 25+ years successfully advising clients in the middle market. From M&A advisory or capital raising to strategic assessment and transaction planning, we execute transactions to achieve life-changing outcomes for our clients. We leverage our significant deal experience, industry relationships, and a deep understanding of sectors we serve to support our clients' organic and inorganic growth initiatives.

PMCF takes a strategic approach to transaction planning, ensuring the positioning and messaging conveys the unique differentiators of your company. Our affiliation with Plante Moran provides us access to transaction tax experts to provide insight into structure planning considerations.

- Developing strategies to effectively deploy capital and resources to maximize ROI on your high-priority growth initiatives
- Aligning your process capabilities with key macro trends driving industry growth
- Evaluating KPI trends and results and understanding how they are used in daily management
- Reviewing the organizational chart and the internal plan for turnover and/or succession of key management team members
- Pursuing customer diversification at attractive, appropriate margins
- Understanding margin trends and concentrations of margin within product groups or customers
- Assessing your company's differentiation and position in the marketplace
- Leveraging our extensive global relationships to help penetrate new customers and/or markets

About PMCF

OUR LOCATIONS



CHICAGO

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9th Floor
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Phone: 312.602.3600



DETROIT

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Phone: 248.223.3300



DENVER

8181 E. Tufts Avenue
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Denver, CO 80237
Phone: 720.370.8181

OUR FIRM

PMCF's M&A advisory and investment banking services are designed to provide company shareholders with a trusted advisor to oversee all transaction related aspects of a company sale or strategic acquisition. Our service levels, industry expertise in software and technology, and approach to managing transactions goes well beyond a typical investment banker.

- Differentiated approach via senior banker leadership and direct involvement through every step of the transaction providing a consistent and highly experienced point of contact
- One of the largest, most active investment banking boutiques with a focus on specialty niche businesses
- Proven positioning and marketing processes to obtain premium valuations in company sales
- Tailored sale process provides for extensive upfront preparation, detailed company review and identification of any potential issues in advance, and buyer evaluation/diligence ensuring the right fit
- Unique sale planning approach that helps shareholders best prepare for a future sale whether its six months or several years
- Long-term and client first approach allows PMCF to provide unbiased feedback

PMCF | INVESTMENT BANKING



Two-time winner, Boutique Investment Banking Firm of the Year by M&A Advisor

Awarded, Cross Border Corporate and Strategic Acquisition of the Year by M&A Advisor

Awarded, Cross Border M&A Deal of the Year by M&A Advisor

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